

Message Text

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R 252258Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY ALGIERS

AMEMBASSY AMMAN

USINT BAGHDAD

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMCONSUL DHAHRAN

AMEMBASSY KHARTOUM

AMEMBASSY KUWAIT

AMEMBASSY MUSCAT

AMEMBASSY RABAT

AMEMBASSY TEHRAN

AMEMBASSY TUNIS

INFO AMEMBASSY BEIRUT

UNCLAS STATE 229488

E.O. 11652 N/A

TAGS: BEXP, XF

SUBJECT: IOGA TRADE MISSIONS PROGRAM FOR MID EAST, OCT
1975 THROUGH MAY 1976

1. FOLLOWING IS LISTING AND UP DATED STATUS REPORT ON
ALL IOGAS CURRENTLY UNDER CONSIDERATION BY USDOC FOR MID
EAST DURING PERIOD OCT 1975 THRU MAY 1976.

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A. IOWA STATE, KUWAIT/TEHRAN/CAIRO, NOV 1-12. ADVANCE
TEAM, D. ARBUCKLE, IOWA STATE AND WM. VITOUS, USDOC, IN
THE FIELD THRU SEPT 22. MISSION COMPOSITION INCLUDES
NINE IOWA FIRMS IN THE FIELD OF BUILDING CONSTRUCTION EQ.

AND RELATED SUPPLIES. ARBUCKLE WILL RETURN WITH MISSION AS MISSION DIRECTOR.

B. MARYLAND STATE, JAN 9-14 TEHRAN (IF AVAILABLE WOULD PLAN USE TC AS HEADQUARTERS; JAN 14-15 KUWAIT; JAN 15-19 DAMASCUS; JAN 19-21 JIDDA AND JAN 21-23 RIYADH. THEME: HOSPITAL AND MEDICAL EQUIPMENT. RECRUITMENT DEADLINE NOV 1. ADVANCE WORK TENTATIVELY SCHEDULED BEGIN ON/OR ABOUT DEC 8. MISSION EXPECTED INCLUDED 8 TO 9 BUSINESS-MEN, POSSIBLY ACCOMPANIED BY LT. GOVERNOR.

C. PENNSYLVANIA STATE, JAN 22-27 KUWAIT; JAN 27-29

ABU DHABI; JAN 29-FEB 1 DUBAI; FEB 1-3 DHAHRAN; FEB 3-7 RIYADH; FEB 7-10 JIDDA. USDOC DRAFTED CABLE TO POSTS AUG 11 REQUESTING COMMENTS ON PROPOSED DATES, ITINERARY AND PRODUCTS IDENTIFIED BY THE SIXTEEN FIRMS WHICH HAVE EXPRESSED INTEREST IN PARTICIPATING IN MISSION TO DATE.

D. MICHIGAN STATE, CAIRO FEB 14-17; JIDDA FEB 17-22; TEHRAN FEB 22-25; TABRIZ FEB 25-27. MICHIGAN PROPOSES CHANGE PRODUCT THEME FROM BUILDING AND CONSTRUCTION EQUIPMENT TO HOSPITAL AND MEDICAL EQUIPMENT. SOLICITATION FOR MEMBERS IN THE FIELD OF HOSPITAL AND MEDICAL EQUIPMENT CURRENTLY UNDERWAY AND FIVE FIRMS HAVE VERBALLY COMMITTED TO PARTICIPATE. MISSION NOT EXPECTED EXCEED 8 TO 9 FIRMS.

E. INDIANA STATE, TENTATIVE ITINERARY, SAUDI ARABIA (2 STOPS); ABU DHABI; TEHRAN; POSSIBLE INFORMAL VISIT BAGHDAD, FIRST THREE WEEKS MAR 1976. SEPT 4 CABLE TO POSTS REQUESTED COMMENTS ON DATES, ITINERARY AND PROPOSED PRODUCT THEME. MISSION EXPECTED INCLUDE INDIANA MFRS AND SUPPLIERS OF HOUSING AND CONSTRUCTION. AND SERVICES FIELD, TO BE LED BY LT. GOV. ORR.

F. NORTH CAROLINA, TENTATIVE ITINERARY, BEGINNING IN UNCLASSIFIED

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TEHRAN ON/OR ABOUT MAR 2 FOR 4 TO 5 DAYS; KUWAIT 4 TO 5 DAYS; AND CONCLUDING MISSION WITH INFORMAL 2 TO 3 DAYS IN BAGHDAD. MISSION WILL PROMOTE CONSTRUCTION EQUIPMENT AND RELATED SUPPLIES. N.C. STATE OFFICIAL PLANNING PRELIMINARY PLANNING TRIP IN EARLY NOV (NOV3-17); SPECIFIC ITINERARY FOLLOWS SOONEST. ADVANCE TRIP WILL TAKE PLACE CLOSER TO MISSION DATES. POST WILL BE NOTIFIED.

G. NEW MEXICO STATE. MID EAST POSTS ADVISED BY CABLE 6/23/75 THAT MISSION POSTPONED INDEFINITELY. THERE HAVE BEEN RECENT CHANGES IN THE PERSONNEL IN THE INTL. TRADE DEPARTMENT OF THE MEXICO STATE GOVERNMENT AND A RENEWED

EMPHASIS TOWARDS DEVELOPMENT OF TRADE WITH LATIN AMERICA AND MEXICO. THEREFORE, IT NOW APPEARS UNLIKELY THAT THEY WILL PROCEED WITH PLANS FOR IOGA MISSION TO MID EAST. FINAL DECISION ON THIS SUBJECT EXPECTED BY COMMERCE IN NEXT DAY OR TWO AND POSTS WILL BE NOTIFIED ACCORDINGLY.

H. ECONOMIC RESOURCES COUNCIL OF MAINE INFORMED USDOC BY LTR DTD JULY 31 OF ITS INTEREST IN MOUNTING IOGA TRADE MISSION TO IRAN AND SAUDI ARABIA IN APRIL 1976. COMMERCE RESPONDED WITH REQUEST FOR INFORMATION ON THE TYPES OF PRODUCTS MISSION PROPOSES TO PROMOTE ON MISSION

IN ORDER TO INFORM POSTS AND OBTAIN THEIR COMMENTS ON THE MARKET POTENTIAL FOR SAME. COMMERCE AWAITS ADDITIONAL INFORMATION FROM THIS GROUP. ACCORDING TO INFORMATION PROVIDED BY THE COUNCIL, IT CONSISTS OF OVER 500 BUSINESSES AND CITIZENS INTERESTED IN BRINGING FORWARD EXPANDED INDUSTRIAL AND TRADE OPPORTUNITIES FOR MAINE. DETAILS FOLLOW AS SOON AS AVAILABLE.

I. TEXAS STATE PROPOSES IOGA TRADE MISSION TO IRAN, SAUDI ARABIA (INFORMAL VISIT IRAQ) DURING MAY 1976 (REF STATE 209832). MISSION WOULD BE LED BY LT. GOV. HOBBY AND MADE UP OF TEXAS MFRS, SUPPLIERS, ETC., IN THE FOLLOWING CATEGORIES: AGRI-BUSINESS, FOOD PROCESS-
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ING EQ., IRRIGATION SYSTEMS, CONSTRUCTION EQ., OIL DRILLING EQ. AND PETROCHEMICALS. USDOC AWAITS POSTS' COMMENTS RE PRODUCT CATEGORIES, BEST TIMING, ETC.

J. EXPORT ACTION TEAM INC. SEPT 11, USDOC DRAFTED CABLE TO THIRTEEN MID EAST/NAFRI POSTS INQUIRING OF POSSIBLE INTEREST IN HOSTING IOGA TRADE MISSION IN MAY 1976. MISSION EXPECTED PROMOTE AGRICULTURAL EQUIPMENT. AWAIT POSTS' RESPONSE.

2. SEPARATE CABLES ON EACH OF THESE PROJECTS WILL BE

PROVIDED AS FURTHER DEVELOPMENTS OCCUR. KISSINGER

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